



CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

Posted 08/27/2015 JW
Posted 09/02/2015 JW

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, September 3, 2015 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA
(Amended items are denoted with an asterisk)

- 1.0 Call to Order
 - 1.1 Welcome New Committee Members: Debbie Oberdorf and Denise Tatman
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – August 6, 2015
- 3.0 Unfinished Business
 - 3.1 Presentation from Shirley Kalvinsky Regarding Recommendations of Allocation of Hours for Pre-Licensing and Broker's Courses
 - 3.2 Review Previously Tabled Instructor Application for Kimberly Grim
- 4.0 New Business
 - 4.1 Update from the Commission
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Association of REALTORS® School
 - 4.2.1.1 Course Title: 15 Things Real Estate Licensees Should Not Do
 - Credit Hours: 3.0
 - Module: 7
 - 4.2.2 Course Provider: Central Delaware Real Estate Academy
 - 4.2.2.1 Course Title: Real Estate Pre-Licensing Course
 - Credit Hours: 99.0
 - 4.2.3 Course Title: Delaware School of Real Estate
 - 4.2.3.1 Course Title: Legislative Landmines
 - Credit Hours: 3.0
 - Module: 5

*4.2.3.2 Course Title: Practical Tips for Listing Agents
Credit Hours: 3.0
Module: 6

*4.2.3.3 Course Title: Quirks in Real Estate
Credit Hours: 3.0
Module: 6

4.2.4 Course Title: Long & Foster Institute of Real Estate

4.2.4.1 Course Title: Buyer Representation and Contracts
Credit Hours: 3.0
Module: 3

4.2.4.2 Course Title: Buyer Representation and Forms
Credit Hours: 3.0
Module: New Licensee Module 2

4.2.4.3 Course Title: Ethics, Practically Speaking
Credit Hours: 3.0
Module: 2

4.2.4.4 Course Title: Ethics, Practically Speaking
Credit Hours: 3.0
Module: New Licensee Module 1

4.2.4.5 Course Title: FHA Foreclosure Program
Credit Hours: 3.0
Module: 6 or 7

4.2.4.6 Course Title: Helping Seller Clients Make Better Decisions
Credit Hours: 3.0
Module: 7

4.2.4.7 Course Title: Mastering the Art of the Short Sale
Credit Hours: 3.0
Module: 7

4.2.4.8 Course Title: Seller Representation and Contracts
Credit Hours: 3.0
Module: 3

4.2.4.9 Course Title: Seller Representation and Forms
Credit Hours: 3.0
Module: New Licensee Module 3

4.2.4.10 Course Title: Ultimate Real Estate Professionalism
Credit Hours: 3.0
Module: New Licensee Module 4

4.2.4.11 Course Title: Ultimate Real Estate Professionalism
Credit Hours: 3.0

Module: 7

- 4.2.5 Course Provider: McKissock, LP
 - 4.2.5.1 Course Title: Delaware Core Module 1 – Agency & Fair Housing
Credit Hours: 3.0
Module: 1
 - 4.2.5.2 Course Title: Delaware Core Module 2 – Professional Standards
Credit Hours: 3.0
Module: 2
 - 4.2.5.3 Course Title: Delaware Core Module 3 – Real Estate Documents
Credit Hours: 3.0
Module: 3
 - 4.2.5.4 Course Title: Delaware Core Module 4 – Office Management
Credit Hours: 3.0
Module: 4
 - 4.2.5.5 Course Title: Delaware Core Module 5 – Legislative Issues
Credit Hours: 3.0
Module: 5
 - 4.2.5.6 Course Title: Delaware Core Module 6 – Practices of Real Estate
Credit Hours: 3.0
Module: 6
- 4.2.6 Course Provider: New Castle County Board of REALTORS ®
 - 4.2.6.1 Course Title: Credit 101
Credit Hours: 3.0
Module: 7
- 4.2.7 Course Provider: Omega Real Estate School
 - 4.2.7.1 Course Title: Legislative Issues
Credit Hours: 3.0
Module: 5
- 4.2.8 Course Provider: OnCourse Learning, dba Career WebSchool
 - 4.2.8.1 Course Title: Green Home Construction
Credit Hours: 6
Module: 7
- *4.2.9 Course Provider: Real Estate Institute of Delaware
 - 4.2.9.1 Course Title: Code of Ethics The Way We Do Our Business
Credit Hours: 3.0
Module: 2
- *4.2.10 Course Provider: The CE Shop, Inc.
 - 4.2.10.1 Course Title: REALTOR Code of Ethics Training
Credit Hours: 3.0
Module: 2

4.2.10.2 Course Title: Client Advocacy in Commercial Real Estate
Credit Hours: 3.0
Module: 6 or 7

4.2.10.3 Course Title: Investment Strategies in Commercial Real Estate
Credit Hours: 3.0
Module: 6 or 7

4.3 Review of Instructor Applications

4.3.1 James Butler, Sr.
Continuing Education: Module 7 – How to Buy FHA Foreclosures; Property; Auction Marketing

4.3.2 Robert Fleck
Continuing Education: Modules 1 – 6

4.3.3 Robert Watlington
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6

Pre-Licensing Course: Orientation; Real Estate Sales

*4.3.4 Lester Albright
Pre-Licensing Course: Orientation; Real Estate Mathematics

Broker's Course: Financing; Mathematics

*4.3.5 Gary Dodge
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1; 3 – 7

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Ethics

*4.3.6 Marian Eiermann
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Negotiating Home Inspections, Contracts, Bringing Settlement to Table

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Ethics

4.4 Discussion Regarding Intermediate or Advanced Difficulty Level Requirement for Online CE's

4.5 Discussion Regarding Guidelines for Online Pre-licensing Courses

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – October 1, 2015 at 9:30 a.m.

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.